- Call for Speakers -
Communications Taxation 2024

http://www.telestrategies.com/tax

May 1-3, 2024

The Westshore Grand, A Tribute Portfolio Hotel
4860 W. Kennedy Blvd
Tampa, Florida 33609

Send your speaking request to Matthew Lucas at mlucas@telestrategies.com

First deadline: Jan 22, 2024

Since the show's inception in 1999, TeleStrategies' Communications Taxation conference has become the "go-to" event for tax professionals in the telecom industry to learn about - and keep up to date on - changing taxation policy and related regulatory/compliance considerations.

Each year the event attracts around 350 attendees, the majority of whom are service providers. See www.telestrategies.com/tax for last year's list of attending companies.

Speaking opportunities

We welcome experts from all areas of the industry to participate, and seek proposals from:

- "traditional" telcom service providers;
- "emerging" tech providers;
- diverse industry backgrounds - IP, wireline, mobile, cable, content, cloud, SaaS/infrastructure;
- internationals;
- retail, wholesale, enterprise and pre-paid business models; and,
- software vendors, accounting/legal firms and other providers who support the industry.

Topic ideas

We seek topics that are currently challenging providers, or new approaches/advances in addressing legacy issues. Below are issues we think are of relevance.

However, we are also keenly interested in _**YOUR IDEAS**_.

In fact, the most interesting talks are the ones that cover the subtle, niche areas of the profession. Also, if they are YOUR ideas, your presentation is likely to be more dynamic and engaging.

Suggested topics:

- Tax policy discussions – policy issues/rulings/trends on a particular topic impacting the industry, and warrants discussion as a panel or breakout
- Key federal and state updates that the industry needs to be updated on
- AI and machine learning – experiences and know-how as they related to automating tax processing and compliance
- Emerging services – addressing how new and innovative services challenge contemporary regulatory/tax structures
- Complex partnerships – addressing the intersection of Silicon Valley/Software with Telecom: 3rd party applications, media/entertainment, subsidized/bundled transport, mobile payments
- Technology updates and impacts – dark fiber, 5G, fixed mobile, VoIP/conferencing
- International considerations - taxation law impacting multinationals and partnerships
- Cloud and other services that cross traditional boundaries, and their impact on tax/regulation
- Transaction taxes: (regulatory decisions, updates, what is on horizon - video, hosting, cloud, content and emerging telecom services)
- Regulatory updates - USF, Open Internet, service classifications, CPN
- Compliance, audit defense and penalty abatement strategies
- State tax initiatives, reform and bellwethers
- Sales and use tax, property tax, bundles, depreciation updates
- Exemption management
- Prepaid taxation
- Bundling issues – tax, compliance, billing issues, disclosure considerations
- Billing system implementation/integration with tax calculation engines
- Wholesale tax issues

Bring your service provider customers to present with you! That can make for a more dynamic session, and your customer presenter receives a free pass.

Session format options

The program is organized into three formats: Conference speaking, round-tables and workshops. Each are discussed below.

- Option1: General Conference Sessions and Panels

  A conference session is either a 45-minute or 1-hour slot and is intended to provide a robust, formal presentation regarding a tax-specific topic. ***No high-level proposals, please!***

  Ideally a conference session/panel thoroughly explains a challenge; presents the tax strategy/approaches, options, pitfalls and best practices; looks at why the issue is important from a business perspective; considers the tax exposure; provides systems/operations implications; and ultimately ***educates*** the audience!

  Typically, a conference session has 1-2 speakers who provide an education and "hands-on" perspectives of a given topic. Alternatively, the session can be a panel format of 3-5 speakers that engages the audience/panelists in an informal, discussion-based presentation.

  For panels, we ***prefer to have at least one service provider*** or non-vendor qualified expert participate to help connect the material to the audience, but that is not required.

- Option 2: Round-tables

  Round-tables have proven to be one of the conference's most popular formats.

  A typical round-table is 45 minutes in which a group of folks meet to discuss, network, exchange, engage and learn from their peers a particular topic of interest. These sessions are not intended to be a "one way" formal presentation. Instead, the idea is that the presenter acts as a facilitator to initiate

and guide a "*free flowing – exchange-your-ideas-and-experiences*" with the audience. Typically, this would be built around a presentation – but, it can be out of the box too.

- Option 3: Workshops

Workshops are typically ½ day sessions on the afternoon of the pre-conference "workshop and tutorial" day.

Workshops are intended to get "into the weeds" on a particular topic - or at least far more detailed than a conference session/breakout could do.

These are not sales pitches, or product demonstration sessions! They are deep-dive, educational-focused on topics that require a half day to do the topic justice. See the website for example workshops from last year. Also, if there is a high demand, I may combine two sessions during the regular conference days to create a 2 hour workshop slot.

For a better understanding of the session format, see the sessions listed on last year's agenda at
http://www.telestrategies.com/tax

Deadlines

Submission deadline … If you would like to participate as a speaker or panelist, please email your submission to Matthew Lucas (mlucas@telestrategies.com) by Jan 22, 2024. If you submit after then, I will do the best I can to include your talk, but I will not make any promises.

Why submit early?

We receive a lot of speaking proposals for the event. Often, we receive several proposals on the same topic. The earlier I know of your intent to participate, the easier it is for me to organize the program, resolve conflicts, hone topics/panels and make sure you are on the agenda!

Submission format

1. Email to: Matthew Lucas (mlucas@telestrategies.com)
2. Session title: 5-10 words, keep it catchy and representative of the session content
3. Session format type: Choose either round-table, general session or panel
4. Session description: 5-8 sentences are perfect. Feel free to err on the verbose side - as I can always trim that back. Or just list the bullet points of what you want to cover and I can work with you on the description.
5. Session speakers: List the names, titles, company for each speaker (may not be applicable to the round-tables) – or put TBD if your speakers are not confirmed
6. Contact information: Send me the email and phone number of whom I should follow up with.

You may submit more than one talk. If you choose to submit multiple sessions, indicate which one is your first/second choice.

Costs

All speakers/panelists/roundtable facilitators receive a complimentary pass to the conference program. Tutorials would require payment.

Sponsorship Opportunities

For exhibit or sponsorship information, contact Matthew Lucas by email at mlucas@telestrategies.com

Companies that support the program through their sponsorship/exhibiting receive top consideration. If you have interest in sponsoring, please make sure you contact me early.

Please direct any questions you might have to Matthew Lucas at mlucas@telestrategies.com